

**100%** Money Back  
**Guarantee**

**Vendor:**Cisco

**Exam Code:**700-250

**Exam Name:**Cisco Small and Medium Business Sales

**Version:**Demo

**QUESTION 1**

How are customers who have not spent any money in the last 12 quarters classified?

- A. Renewed Logo
- B. Stable Logo
- C. Dormant Logo
- D. New Logo

Correct Answer: C

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**QUESTION 2**

Which Cisco solution should an SMB IT support company adopt to help mitigate network vulnerabilities?

- A. Webex Control Hub
- B. FirePower Firewalls
- C. CML
- D. Catalyst Access Points

Correct Answer: B

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**QUESTION 3**

Which Cisco product is part of the Secure SMB experience for enabling people?

- A. Meraki MX
- B. Cisco Secure Email
- C. Stealthwatch
- D. Umbrella

Correct Answer: D

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**QUESTION 4**

Which Cisco solution should a community college implement to fortify DNS requests?

- A. Duo
- B. DNS redundancy
- C. Umbrella
- D. Cisco Secure Email

Correct Answer: C

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#### **QUESTION 5**

Which Cisco product is part of the smart experience for empowering IT?

- A. Umbrella
- B. Meraki Cameras
- C. Meraki Sensors
- D. Meraki Insight

Correct Answer: D

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#### **QUESTION 6**

How are Cisco's SMB experiences designed to cater to the unique challenges and needs of SMBs?

- A. providing generalized training and support
- B. building SMB experiences around on-premises devices so internet outages do not affect productivity
- C. reducing confusion by limiting deployment options
- D. offering dedicated support lines and training modules specifically for SMB customers

Correct Answer: D

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#### **QUESTION 7**

What does the hybrid SMB experience deliver to the customer?

- A. zero trust identity-based access

- B. cloud security
- C. secure Connectivity and dynamic collaboration
- D. less distributed applications

Correct Answer: C

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#### **QUESTION 8**

With technological advancements progressing faster than ever, privacy has become a significant concern. What is Cisco's belief about privacy?

- A. It is optional.
- B. It's important to security.
- C. It is a functional human right.
- D. It is a business strategy.

Correct Answer: C

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#### **QUESTION 9**

Which feature results in fewer cyberattacks and breaches for an organization?

- A. security products from multiple vendors
- B. large cybersecurity team
- C. multi-cloud security platform
- D. proactive security strategy

Correct Answer: D

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#### **QUESTION 10**

Which percent of SMBs are using more SaaS applications?

- A. 39%
- B. 57%

C. 80%

D. 100%

Correct Answer: C

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#### **QUESTION 11**

What is a benefit of using Meraki in retail SMB?

A. decentralized security

B. manage each store's devices independently

C. monitor performance after data has been stored in the cloud

D. quickly troubleshoot issues

Correct Answer: D

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#### **QUESTION 12**

Which Cisco product is part of Remote SMB for enabling people?

A. Meraki Smart Cleaning

B. Meraki MV

C. Cisco Secure Client

D. Meraki Dashboard

Correct Answer: C